



French soldiers unloading wheat in the harbor of Marseilles from the American freighter "Empire State."  
A longshoreman's strike paralyzed the port until the troops took over.

# Grain

AUGUST 1950

THE MAGAZINE OF PLANT MANAGEMENT AND OPERATION



# UP IN THE GALLERY...

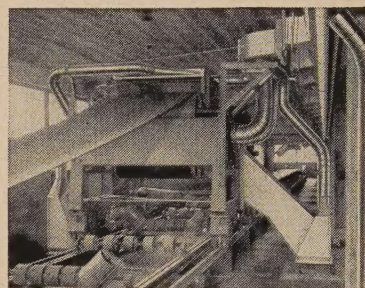
# DOWN IN THE BASEMENT...

## KIRK & BLUM DUST CONTROL SYSTEM ELIMINATES DUST AND FUSS!

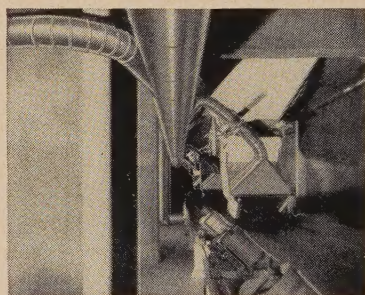
- Loading in or loading out . . . through every grain handling step in the Froedtert Grain & Milling Company's new and modern elevator, a KIRK & BLUM Dust Control System collects dust, delivers it to a central dust bin.

- On the gallery floor, the new KIRK & BLUM "Auto-Magno"\* suction connection is automatically attached to the main at any tripper station. Exclusive devices like the "Auto-Magno" save time and trouble; streamline fittings and long radius elbows contribute to utmost efficiency.

- If you are planning a new elevator or want improved dust control in present grain handling facilities, consult KIRK & BLUM. Our engineers will gladly show you how modern dust control systems pay for themselves. Write for detailed information. The Kirk & Blum Mfg. Co., 2914 Spring Grove Ave., Cincinnati 25, Ohio.



Tripper station view, showing automatic, gasketless connection of duct to main (upper right corner of photo).



Loading-out belt on basement floor. Note long radius, one-piece elbows connecting to discharge chutes.

FOR CLEAN AIR . . . THE **INVISIBLE** TOOL

# KIRK<sup>AND</sup> BLUM

DUST CONTROL SYSTEMS

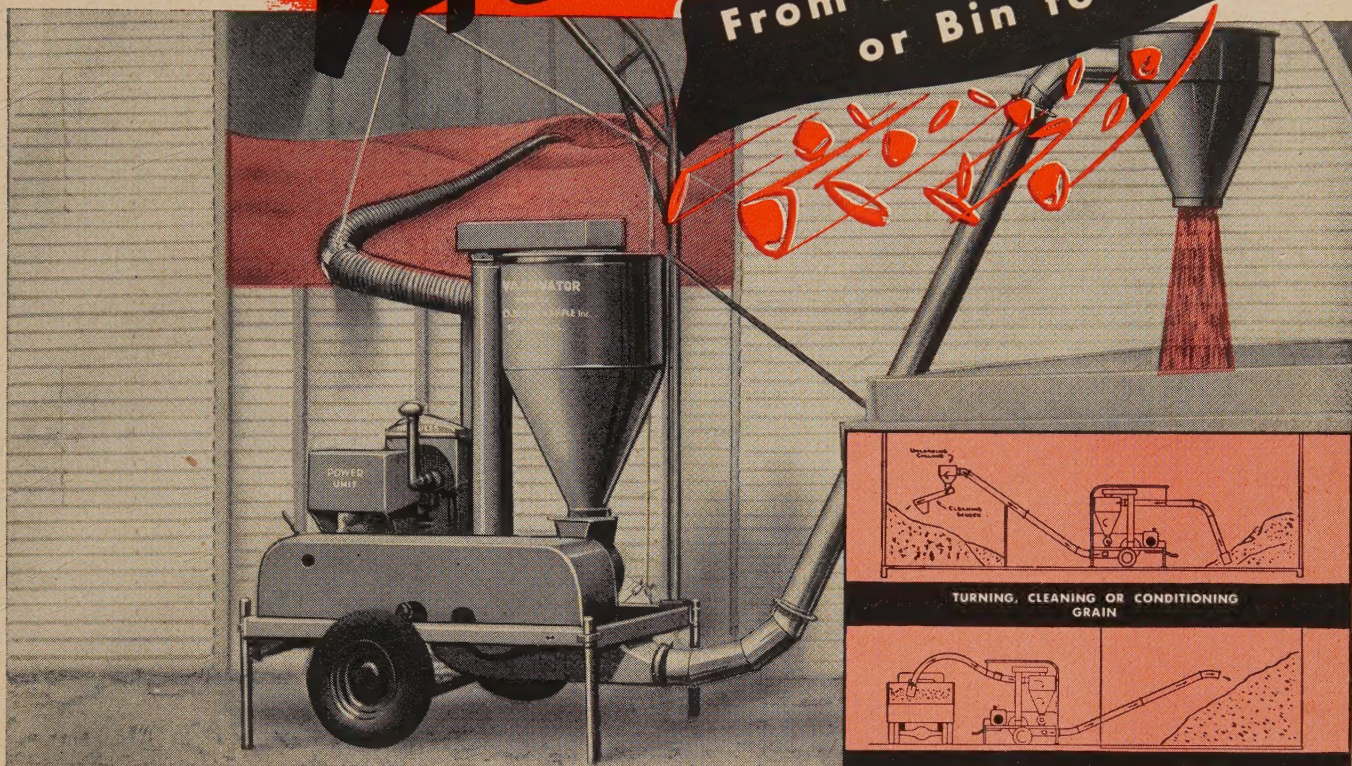
\*Patent Applied for

Two of the three "Type C" KIRK & BLUM Collectors with vertical discharge used in this installation.



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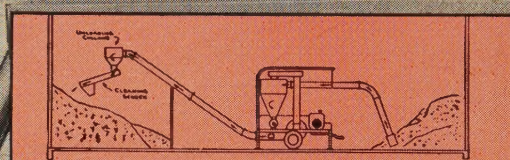
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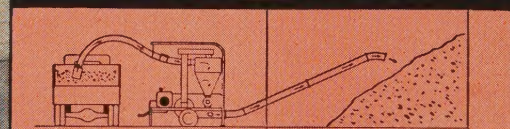
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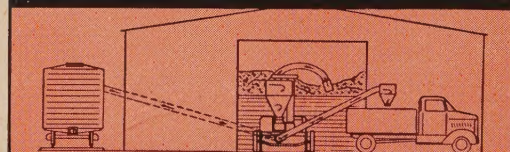
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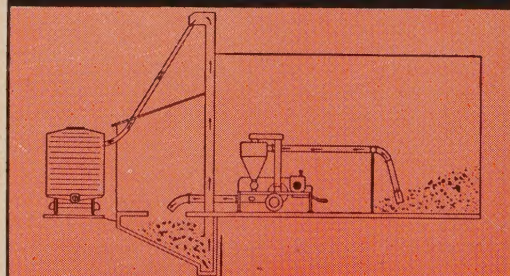
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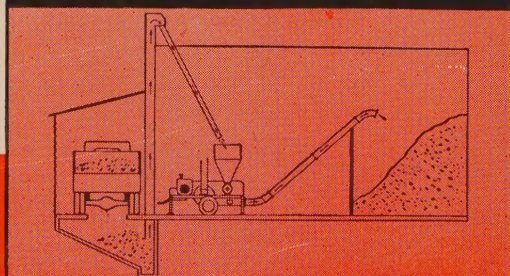
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LOADING CAR OR TRUCK WITH VAC-U-VATOR



EMPTYING BUILDING WITH VAC-U-VATOR AND LEG



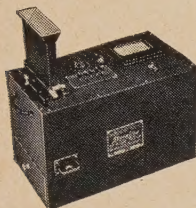
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# Human Relations in Industry

By RICHARD E. ROBERTS

*Manager of Employee Relations, Ford Motor Co., Detroit*

I GOT an early start in the business of human relations by going to work at the age of 14 years. I have been working ever since, and I think the greatest thing it has done for me was to give me the opportunity to work with my hands in the shop and have some idea of the problems of the man who works in the shop, and likewise the problems of the foreman and the other parts of management.

As Henry Ford II has pointed out, if we can solve the problems of Human Relations in industrial production, we can make as much progress toward better living in this country during the next 10 years as we have made during the past 25 years through development of the machinery of mass production.

## Mass Production

When you speak of mass production you instinctively think of the Ford Motor Company, and to millions of people throughout the world, the Rouge plant in Dearborn symbolizes mass production of automobiles.

But not very many of these people have any idea of the size and scope of that plant. Few realize that the Rouge is a city of its own, with a population of 75,000 men and women every working day. It has its own police and fire departments, its own hospital, its own employee newspaper, its own railroad and bus transportation system, and manufactures its own light, heat and power. The total payroll for this plant in 1949 was nearly \$255 million, and during the year nearly 103,000 persons came to see the Rouge in operation.

The plant area covers 1,200 acres with a floor space of nearly 16 million sq. ft. It has 26 miles of roadways and more than a mile of docks for our ore boats. We handle 80,000 freight cars a month and use nearly 300 trucks within that plant area. Our employee parking space covers 112 acres and handles 22,000 cars. It has 120 miles of conveyor system and 105 miles of railroad tracks.

Our intra-plant dial telephone system handles in excess of 7 million calls a year, and in 1949 our Rouge telephone operators handled an additional 7,500,000 local and long distance calls.

Just keeping the place clean is quite a task. In the Rouge plant our maintenance men in one month will use 2,500 mops, 2,000 brooms, 5,000 lbs. of soap chips, and 15,000 lbs. of soap powders.

As you can well imagine, such a

plant represents many problems, but added to this is the fact that we operate nearly 50 other manufacturing plants, engineering laboratories, test tracks and parts depots. Altogether we employ nearly 140,000 men and women.

## Health and Safety

With such operations, one of our many vital problems is the health and safety of our employees. Prevention of injuries and disease is one of our major jobs, and our objective is to make the Ford Motor Company the world's safest and healthiest place to work.

Our employee health program includes the operation of 28 hospitals — or medical centers as we prefer to call them — and 35 first aid stations. To staff these facilities we have more than 300 trained personnel, including 38 doctors. We operate the world's largest industrial hospital in the Rouge plant. In 1949 our medical staff provided more than 1,779,000 treatments and services to employees in all parts of the country.

Now that doesn't mean that we had that many accidents; the greatest number of those treatments were for such minor ailments as colds, headaches, upset stomachs, etc. In a single year our medical staff will give free to employees nearly 1,700,000 aspirin tablets, more than 500,000 cold tablets, nearly 2,000 tubes of salve to rub on muscles made sore by such week-end activities as golf, baseball, and skating, and will use 1,500 bottles of citro-carbonate in treating upset stomachs.

Please let me make one point clear. We are not in the medical or hospital business in competition with the family doctor or community hospital, nor do we intend to be. The treatments we give for non-occupational cases are of an emergency nature only. However, our medical department is constantly on the alert to discover any occupational hazard which might cause ill health. It devotes more than one-third of its time to work that is beyond the normal scope of industrial medicine.

## Frequency Rate Drops

As a result of our constant safety program our frequency rate involving lost-time accidents in 1949 dropped 45% below the 1948 rate, and we are proud of the fact that the accident rate in Ford plants is far below the rate for the automobile industry as a whole. Within the past 12 months four of our plants have earned the Distinguished Serv-

ice Award of the National Safety Council for having worked more than 3 million man-hours without a lost-time accident, and our Lincoln-Mercury plant at Metuchen, N. J., established a new safety record for the entire automobile industry with more than 4,794,000 hours.

Each year our safety department issues more than 3,600,000 pieces of safety equipment, supervises the installation and operation of more than 2,000 different kinds of safety guards on machines and equipment, and carries on constant training programs. We strive to eliminate the cause of accidents, believing in prevention rather than cure.

## Accident Prevention Is Smart

Talking only about dollars and cents, accidents have a direct bearing on costs and production, so it's smart to prevent accidents from a purely business standpoint. From the broader point of view, however, we aren't doing a good job of Human Relations unless we always remember that one of its biggest aims is the protection of the individual.

For in this entire program of Human Relations it is the individual who counts. Machines alone do not give us mass production. Mass production is achieved by both machines and men. The human factor is the most valuable asset of any industrial enterprise. Machines, buildings and equipment — all these can be duplicated. But the one element which cannot be duplicated is the unique combination of talent, skill and experience represented by the men and women of an organization working together as a team. This is the human element. There is where Human Relations begins.

Men have been able to build marvelously complex machine tools. Men have produced many superior products. Men have built jet propelled aircraft — machines that fly faster than sound. Men have solved the mysteries of atomic energy. But men have not yet shown themselves smart enough to live together — as neighbors or as nations — in harmony and peace.

It was a part of this problem which Henry Ford II stressed in his widely-discussed talk on "Human Engineering." Now this idea of Human Engineering is not visionary "dogoodism." It is not a plan to present employees, in paternalistic fashion, with a "heaven here on earth." It is a hard-headed, realistic business-like point of view.

What happens when we treat an



employee as a human being? — when we lay stress on the importance and dignity of the individual? As we see it, this approach can do several things.

It can provide an opportunity for the employee to enjoy a sense of worth-while participation in the overall job — to be identified with the accomplishments of the team.

In short, Human Engineering seeks to provide opportunities for an employee to satisfy many of those normal desires which motivate all of us.

Clearly, the company benefits when the employee benefits — and so will the public benefit through lower costs and better products.

Industry has not always approached its *employee* problems in the same manner in which it has approached its *mechanical* problems, with the result that our lack of Human Engineering has created waste and inefficiency which handicaps the very purpose of mass production — lower costs.

In a free, competitive Democracy, mass production is a tool for raising the standard of living by reducing costs and thereby bringing more and better products within the budgets of more and more people.

### What Is Human Relations?

Now, you may well ask: "What has Human Relations got to do with reducing costs?" I would like to answer that question by giving you my definition of Human Relations as a program for industry: Human Relations embraces *all* the things we do to attain *mutual understanding* between *ourselves* and the *men* and *women* who are our *employees*. Unless we have that mutual understanding we are not going to have the teamwork so necessary to reduce costs.

Too many people have failed to realize that in order to have more we must produce more. It is our firm conviction at Ford Motor Company that the best interests of the American worker, as well as the consumer and the company, lie in the direction of maximum production and productivity. That is the surest road to low costs and prices and a higher standard of living for the nation as a whole. It is the road to a healthy economy, and it is only in a healthy, prosperous and well-run nation that we can afford the highest possible wage rates and the steadiest possible employment.

I think you will agree that this conviction is especially sound from the viewpoint of the workers of this country. Maximum take-home pay, maximum annual employment — all the things that spell maximum security — can be achieved only when a company is operating under the best possible and most favorable conditions.

Our aim at Ford is a higher real

income and greater security for the employees, and higher income and greater security for the company. We must all recognize that wage rates are at best only half the equation. The equally important other half is large production at low costs in order to achieve the largest possible markets, and therefore the largest possible employment.

As we look at this whole problem of Human Relations, we feel that the solution must be found through *mutual understanding* between management and the men and women who are our employees. If we cannot succeed through understanding and co-operation, it doesn't seem likely that we can succeed by any exercise of force. We cannot, for example, expect legislation to solve our problems, for when free men give the task of trying to get along with each other and pass the buck to Govern-



This aerial view shows two grain elevators in Calumet Harbor, Chicago, both operated by the Continental Grain Co. The older structure is the Rock Island Elevator. The newer, more modern one was completed and put in operation last December. It has a capacity of 1,100,000 bus.

ment, they surrender a large measure of their freedom.

### Industrial Statesmanship Needed

What is needed today is industrial statesmanship instead of industrial antagonism. The public interest requires that we find ways to eliminate industrial warfare without impairing or diminishing the rights which both Management and Labor must continue to enjoy. We will always have some honest differences of opinion, but we certainly can deal with these on a more human and professional plane. In this we must have the whole-hearted cooperation of responsible Union leadership. Union leaders today have the power to affect industrial production on a vast scale and if they are going to be real leaders they must accept the obligations that go with leadership.

And, speaking of obligations, Management has an important function to

perform in helping to protect the interests of its employees. It is the function of Management to *manage*, and if the people in any enterprise are the most important part of it — as they most surely are — then a primary responsibility of Management is to exercise leadership with respect to the men and women who make up the organization. It is a responsibility that can NOT be abdicated.

### Keeping Workers Informed

One of our important Management responsibilities is to keep our employees informed about **WHAT** we are doing, **WHY** we are doing it, and **HOW** it will affect **THEM**. A well-informed employee is a better employee because he feels that he is a part of the team.

Not only must we keep them informed about what is going on in the company, but it is vital that the men and women in our company be honestly informed — and able to think for themselves — on other matters in which they may lack personal experience or knowledge of the truth. In fact, to help keep America prosperous and strong, we are in a close race between confusion of the public mind and the simple truth. And it may be later than we think.

Actually the truth is news to most people. There are so many false theories being expounded today that it is essential for all of us to be honestly informed — and on an absolutely non-partisan basis. One of these theories has to do with just about the greatest single asset we have in this nation. It comes under the heading of Freedom, and only the American people, in the end, will decide how much they want to give up for the substitutes that have brought nothing but trouble to those countries which we at times seem to be following.

### Hope of Reward

This thing is not easy to define. But let's call it the Hope of Reward. It is present on every farm, in every store, every factory, every office building in America. It is the mainspring of every man at every lathe, every drill press, on every production line — wherever *free* men work and live.

It is born in every boy who sets up a lemonade stand on Main Street. It was the driving force that built the Ford Motor Company from nothing but a poor mechanic's dream. It is back of every good and great thing this nation and its people enjoy. It is the motive power, the life blood, the very backbone this country cannot and will not get along without.

For whether our critics here and abroad like it or not — the Hope of Reward is profit. And progress — in the American style — is the goal of profit. All the fancy economic



theories ever dreamed up cannot alter that one simple fact. We are *what* we are, and *where* we are because men have been free here in America, to work where they pleased, risk their savings, invest their hard-earned dollars, grow, expand, progress — and never stop.

### Profit and Loss System

There are people today who are trying to erect barriers against this incentive of free men by seeking to destroy what they call the PROFIT system. To begin with they should quit calling it what it isn't and call it what it is — a *Profit and Loss System*.

And any schoolboy can tell you

that it had better be a PROFIT System if this nation is going to continue to grow and progress and fortify itself against attack. For if the 60 million who now have jobs are going to keep them; if we're going to provide billions of dollars for less fortunate nations, and if we're going to spend more billions of dollars for armament, then we had better encourage industry to make ample PROFIT — for who else is going to pay for all these things? This is something that concerns every man, woman and child in America.

These are simple truths every employe of every business and industry should know and understand, for

they have an important effect upon their jobs, their homes and their families. It is Management's responsibility to provide that kind of honest information to the men and women who are its employes as part of a Human Relations program that will attain this important objective:

To help create a better understanding of the problems of industry in the minds of employes and their families so that our American system of private enterprise may continue to produce more and better goods for more people at less cost.

### Expectations

One of the first steps in such a program is to answer these two questions:

What do WE expect of our employes?

What do our EMPLOYEES expect of us?

There is nothing complicated about the answers.

Management wants:

Good workmanship.

Loyalty and team work.

A fair day's work for a fair day's pay.

Our employes each want:

**SECURITY** — A feeling of reasonable certainty about the permanence of his job.

**OPPORTUNITY** — A chance to better his lot in life through promotion and higher earnings.

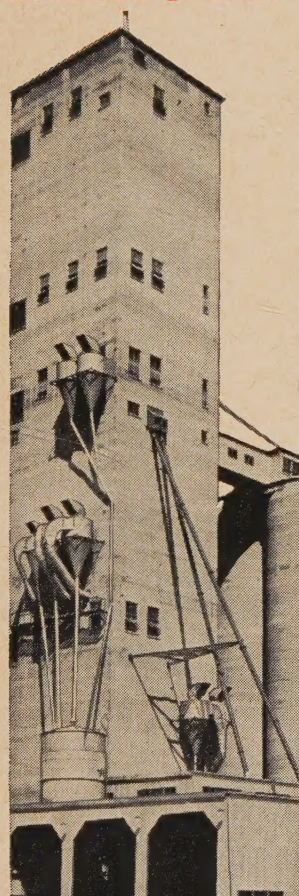
**UNDERSTANDINGS** — A feeling that what he does is important, and that he is appreciated. A desire to be kept informed; to know something about the Company's plans and how they will affect him.

### Common Ground

An effective program of Human Relations should provide the common ground upon which the *wants* of both *Management* and *employes* can be realized. As we have pointed out before, we feel this job can be done through *understanding* and teamwork between Management and employes. We in Ford Motor Company believe that an important step in that direction is to obtain an accurate determination of what our employes really do *think* and really do *want* — not what someone else tells us they think and want.

To help get these answers we make use of employe attitude surveys, the kind which permit our employes to take down their hair, so to speak, and tell us what they think of us, and to make constructive suggestions as to how we can improve our policies. So far as we are concerned we want straight answers. We need to know what our employes think and we can't afford to be afraid of the truth. To date we have learned some very interesting things about

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ourselves — and not all of them complimentary by any means. We publish these opinions, the good with the bad, so that all of us can learn something from these surveys.

We believe good human relations depend on understanding and understanding depends on communication. But communication is a two-way proposition. It isn't all telling. There has to be lots of listening. In other words, a two-way flow of information is vital to the success of any Employee Relations program.

### Communications

In our efforts to attain that objective we are making use of a wide variety of tools, and one of the most important of these is communications. We have 23 plant newspapers which are mailed to the homes of our employees, thereby reaching an audience of nearly half a million people. One of these papers — the *Rouge News* in Dearborn — has a weekly circulation of more than 92,000. The objective of these papers is to keep our employees informed of WHAT we are doing, WHY we are doing it, and HOW it will affect THEM.

We have monthly news letters for all salaried employees, and a special Management Information Bulletin which goes to more than 8,500 members of Supervision through our tele-

type network which reaches every plant, parts depot and sales office in the country. We consider our Foremen an essential part of management and we are trying hard to provide them with all the tools they need to be good managers. We went through the unhappy experience of trying to deal with organized Foremen and everyone concerned found that it just would not work.

We have a monthly Management Meeting program for all Supervision which requires 600 meetings a month throughout the country. A Management Development Program covers every Foreman in the company. This is essentially our training program for Supervision, and it also trains hourly-rated men to become Foremen. All our Foremen come from the ranks, and it is from this group that future executives of Ford Motor Company will be chosen.

### Suggestions

We utilize suggestion plans for both Foremen and hourly-rated employees, and we also solicit their ideas and suggestions through question and answer programs. As I mentioned previously, we place great stress on our health and safety programs, and we also conduct extensive recreation programs.

We believe in getting our employees and their families together in family

parties and plant visits, and one of our most successful ventures is the program which brings children of employees to our plants for a day of recreation, entertainment, and a visit with Dad on the job. We have been experimenting with a new project which brings a selected number of wives of employees to the plant for luncheon and a visit with their husbands on the job, where they can be shown at first hand all the things we do to make their husbands' job as safe as is humanly possible. The reactions to this idea have been excellent. When we are ready to present a new model car, we have special previews for employees and their families before the new car is shown to the general public.

We also utilize such other media as letters to employees, supervisory and employee handbooks, service awards, bulletin boards, posters, movies, radio, booklets — in short, we are trying to make use of every form of communication possible. A personal touch is added by Henry Ford II at Christmas when he sends a personal telegram to each of our more than 8,500 Supervisors, and writes a personal Christmas letter to every employee and his family.

### Begin Inside the Plant

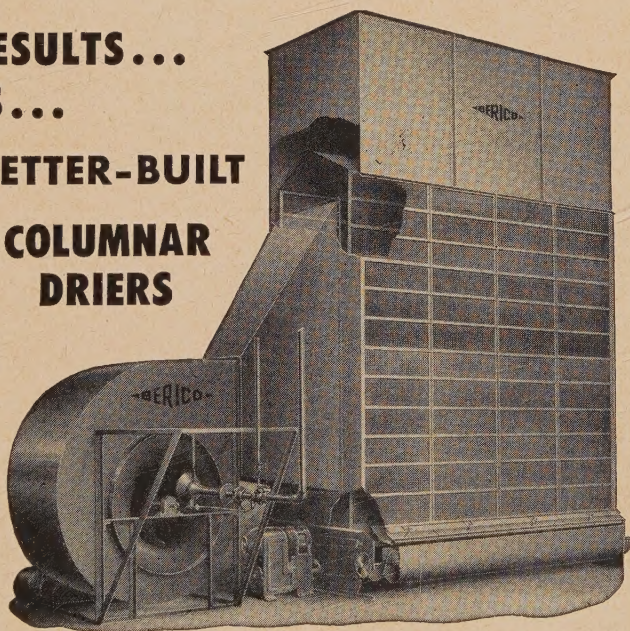
Public Relations cannot be brought into the plant or into the plant

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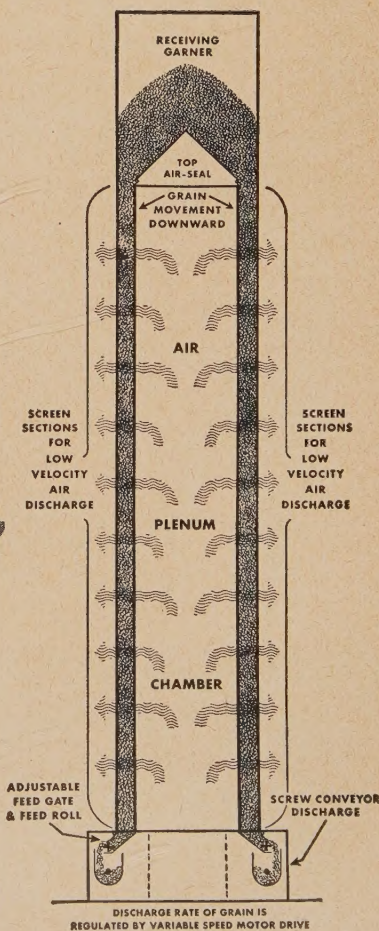


BERICO Columnar Drier shown without fan enclosure. Special high carbon steel woven wire screens, forming 4 sides of dual, free-flowing columns, permit passage of tremendous quantities of low-temperature air through constantly moving mass of grain. Available in sizes for every capacity-need. Operates with Natural Gas, Oil, Butane or Propane.

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community from outside. It must begin inside the plant. For it is very obvious that if we do not have good relations inside our plants we cannot have good relations outside our plants. In other words, if you do not have good employee relations, you will never have good public relations.

But when we do the right kind of a job with our employees — when we treat them as human beings and not just badge numbers — they, in turn, will do a public relations job for us by telling their friends and neighbors that Ford is a good place to work, that we are fair and understanding people, and that we make a fine product. The end result will

be that the good relations we have created inside our plants will expand into the homes, the community and the nation. This is where Public Relations begins.

### Good Neighbor Policy

Based upon the precept that "What is good for the community is good for us, and what is good for us is good for the community," we believe in being a good neighbor in the plant community in which we live. We believe we have a civic responsibility in our plant community because of our entity as an important contributor to its industrial life. In so doing, we will find that our employees not only have pride in their

jobs, but also have pride in the Company for whom they work.

And speaking of being a good neighbor, I think you will be interested to know that in 1949 the Ford Motor Company and its employees contributed \$3,810,000 to such community endeavors as Community Fund, Red Cross, hospitals, and similar campaigns. Of this total, our employees added \$949,000 and the company contributed \$2,861,000. We believe that that is trying to be a good neighbor.

What we have described here might be termed the framework for a program of Human Relations. There are no miracles required to make it work. It is just a common sense application to a human problem of the same formula we have always applied to our mechanical problems. It requires leadership and initiative.

Such leadership must come from the heads and hearts of every one of us in American industry. It must be put to use by the devotion of an ever increasing proportion of our time and energy to the problems of the individual.

### Greater Security

We in the Ford Motor Company believe in the individual and we look upon Human Relations as a road to greater security for the whole enterprise, and therefore, greater security to the individual. We see a great need for helping the individual to understand just what security really is. For too many people are crying for security today without knowing quite what the word means. Just when is a man secure?

There are times in history when men thought Security was a physical thing, such as the Chinese Wall, the Maginot Line, the airplane, the atom bomb. History proves that these are not and never were Security. Other men have said "Security is a law. If we could only get a law passed there would be no more trouble." But laws can change overnight and do.

There are others who say that Security is money. "If only we had money, we would have no fear." But money can be lost. Inflation lowers its value. Another says that "Security is a contract." But who among us can contract to be alive tomorrow? Probably the most vicious definition of Security is that which insists it comes with political power. It is vicious because it can affect entire peoples, whole nations, even the course of history.

Too many are tempted today to turn back to the philosophy our forefathers abandoned when they fought the Revolution — the idea that man must look to Government for a solution to his problems. Too many forget that Government itself produces nothing. It is only another man, or a small group of men, fully



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**GRANARY PESTS BETTER**

When you use LARVACIDE, you get control plus! LARVACIDE not only handles granary weevil and rice weevil, but is also deadly to lesser grain borer, saw-toothed grain beetle, flat grain beetle, Mediterranean flour moth and grain mites. Easily applied when receiving or turning, LARVACIDE's kill includes egg life and larvae. There's no explosion or fire hazard, and LARVACIDE's tear-gas warning cuts accident risk.

**KILLS AND REPELS RATS TOO !**

LARVACIDE at low economical dosage drives them out on the open floor to die, where they may be swept up without carcass nuisance! Fast airing—overnight exposure. Continuous repellent action easily provided for with LARVACIDE.

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**LASTING KILLING POWER!**

Use on bin tops and bin bottoms, when empty.



as insecure and beset with doubts, fears and selfish ambitions as the very men who look to them for a solution of their problems.

Security is none of these things. Security is in the hearts of men who have faith in themselves as individuals; who believe that progress comes through individual enterprise and individual responsibility; men who realize that security comes through helping their employer achieve the strongest possible position with the consumer by turning out better products at lower cost; men who have the courage, the personal integrity and the love of freedom to build security out of their own strength. *For no employe can expect security from an insecure employer.*

### Recognize Problems of Others

There are forces in the world today dedicated to the theory of class struggle and devoted to the principle that men can be divided into hostile groups. In the face of this, we in America cannot hope for Security — either individually or as a nation — unless first we attain that human understanding which will enable us to recognize each other's problems.

That kind of human understanding can be achieved if Management will make an honest, thorough-going effort to tell its story openly and without any "angles." If Management does this it can gradually build up interest and confidence in what it says and does.

For if we can make it very clear to our employes that the only way to higher living standards and real personal security is through more and better production at lower costs; that they stand to gain most from greater productivity; that technological improvements create jobs rather than eliminate them, then we need not worry that they will be deceived too long by false promises.

To sum it up in the words of Del Harder, our Vice President in charge of Manufacturing:

"This, then, is what I believe to be our job: to increase our efforts to achieve greater production at lower cost, to earn and maintain the confidence and co-operation of our employes, and to help bring about a better understanding among employes and the public of what industry stands for and how it operates."

That is one of the important objectives of our Human Relations program, and I can think of none more important than the task of renewing and strengthening the faith of our people in private enterprise and individual freedom. If we succeed — and we must succeed — the result will be that we will help to preserve and strengthen the way of life in which we believe. — *From an address at the Business Problems School, The Chicago Association of Commerce and Industry.*

# A Soges Committee Report Paper vs. Wooden Grain Car Doors

By CLIFFORD MACIVER

*Chairman of Grain Car Door  
Committee*

THE Committee consisting of myself as Chairman, George Murphy, W. F. Weatherly, William Gassler, Roy Halberg, and A. S. Krotz, was appointed during the 1949 convention at Minneapolis for a final discussion on the problem of paper grain doors. Because of the absence at this 1950 Convention of Messrs.

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**QUITE** evidently the Grain Car Door Committee of SOGES worked hard on the main problems confronting them — especially the Signode Paper Grain Doors. The report is printed here exactly as presented at the New Orleans meeting. It must be pointed out, however, that the report is inconclusive. A total of 425 letters were mailed out to grain elevator superintendents and only 36 responses came back to the committee. Since this is just a small fraction of the total, it is obvious that many superintendents are still weighing the matter and have not made up their minds. Any attempt to analyze the few replies and apply them to the whole may be interesting but should not be interpreted as a final or complete result.

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Murphy, Gassler, Halberg and Krotz, the appointment of O. B. Duncan, E. A. Christie, Duncan Welte and Herman Kroloff was made to replace the absentees.

This committee submits herewith the review of procedures being followed from authoritative information with respect to experience of terminal grain elevator operators in the use of paper grain doors.

### Five Steps

There were these five steps taken in our procedure:

1. Questionnaires were issued by mail to elevator superintendent members of the Society of Grain Elevator Superintendents, asking questions, the response to which qualifies this committee to determine the attitude of

a representative segment of the grain elevator industry.

2. The Signode Steel Strapping Company, manufacturers of the paper grain doors, were requested to submit a statement reporting activities performed by that company or their agents, and including a design of Signode paper doors or educating their users in the methods which may be employed to overcome the more serious objections of our industry.

3. Letters of inquiry were addressed to the operators of 22 railroads, in the hope of getting definite knowledge with respect to their attitude toward the continued use of paper grain doors.

4. Information was solicited from manufacturers of wooden grain doors, for the purpose of establishing a comparison of material and labor costs involved in the use of the application of grain doors of both types.

5. Statements were requested from qualified traffic managers to determine the extent to which the grain industry has suffered from the losses due to leakage from cars coopered with paper grain doors.

### Responses Analyzed

Now the response to our questionnaire has provided us with the following information.

(a) 80% of these replies indicated that their elevators encountered many paper grain doors which are ruptured or are bulging against the storm door upon arrival of the cars at the unloading pits. Their estimates of the time lost in the unloading of each such car averaged 13-3/10's minutes.

(b) 75% of these replies advised us that their samplers have frequently met with difficulty in entering cars which were coopered with paper grain doors.

(c) 2/3's of the replies indicated that the cleaning of unloaded cars and the disposal of the debris from paper grain doors was more costly.

(d) 35% of the replies assured us of their conviction that the accident records of their plants had suffered set-backs due to injuries caused by the handling of paper grain doors.

(e) 80% of the replies stated that



unusual delay was encountered in the cooping of cars for reloading, when paper grain doors were used.

### Reasons for Opposition

The summary reviews of 83% of these replies stated that they were opposed to the continued use of paper grain doors for the following reasons:

1. Increased cost of operation due to loss of time in handling cars that are coopered with paper grain doors.
2. Frequent delays in obtaining samples from cars before they reach the unloading pits.
3. Serious accident hazards which are incurred by elevator and railroad employees because of exposure to protruding nails and sharp steel bands.
4. Added nuisance and expense involved in the cleanup and disposal of debris after cars are unloaded.
5. Particular problems encountered in the unloading of cars on car dumpers. (One operator has advised us that 2% of the cars which were unloaded on his dumper during a specific period of time were coopered with paper grain doors, and the unloading of every such car was regarded to be a definite accident hazard to the car sweeper. 10-9/10% of these paper grain door cars for one reason or another, caused extra work.)

In response to our inquiry from the Signode Steel Strapping Company, George T. Murphy, on behalf of that company, informed this committee that it has been recognized by all concerned that the Signode Grain Door possessed the built-in inherent strength to retain any bulk grain that could be loaded, in a regular grain car.

He furthermore stated that the problem therefore has been proper application at the country elevators. He also stated in his letter that the carriers have been alerted to maintain a day-to-day check on all cars coopered with Signode Grain Doors.

He furthermore advised this committee that spot-checks on the arrival at large terminal markets have covered 200,000 cars coopered with Signode Grain Doors, unloaded with various grains in 1949. Mr. Murphy declared that the total of all exceptions noted among these 200,000 cars amounted to less than one-half of 1% of all cars loaded.

In his letter he also outlined a four-step procedure which his field engineers follow in doctrinating the first time users of Signode Grain Doors and also in making spot checks where trouble occurs.

### Railroad Attitude

We were advised from the operating officials of 16 of the 22 railroads which inquiries had been sent,

and they were quite general in one particular phase of their attitude toward the continued use of paper grain doors.

The continued use of paper grain doors was favored by most railroads for the cooping of cars which were shipped off from their railroad which serves the point of loading. The stated reason for this decision in most cases — that recovery of wooden grain doors is difficult or impossible where agreements for the interchange of reclaimed doors between railroads is not in effect.

Statements of costs with reference to the comparison between wooden and paper grain doors are still rather indefinite. However, this committee has been informed that one eastern railroad has determined from a test conducted last November on the use of Signode Grain Doors on 50 cars, that they encountered an average material and labor cost of \$11.03 for the cooping of each car.

This committee feels there is sound reason for the opinion that total labor cost of applying used wooden grain doors with depreciated values from previous use, should be less per car than the total cost of applying paper grain doors.

Two reputable traffic managers in Minneapolis have provided this committee with statements of their conviction that the losses of grain through paper grain doors are considerably greater in number than the losses where wooden doors are involved.

Now, here is an example: Car No. Soo 39710 shipped from Minneapolis with 88,000 lbs. of flax arrived in New Orleans with no more than about one-half of that load, because of leakage through the paper grain doors.

### Summary

Now the summary: It is the recommendation of this committee that the Association of American Railroads be requested to conduct a survey for the purpose of determining the true facts with respect to the paper grain door problem. It is our wish that the A.A.R. specifically attempt to determine the actual total material and labor costs, to establish a true comparison between the application of paper and wood. Furthermore, we wish to request they exert influence toward the negotiation of interchange of reclaimed grain doors.

### SABOTAGE FILM

Fifth Army headquarters in Chicago announces that an army training film, "Guarding Against Sabotage," is now available to industry.

Prepared by the signal corps for the army's provost marshal general, the film shows how to fight attempts to destroy industrial facilities.

Prints can be borrowed by industries in the 13-state 5th Army area by

making a request to the 5th Army central film library, Fort Sheridan, Ill. The number of prints is limited and requests will be filled in the order received.

### NIGHT WORK LIGHTING SYSTEMS

A detailed report on night-work lighting systems for construction equipment is now available from the Office of Technical Services of the U. S. Department of Commerce.

The report, prepared by the Army Corps of Engineers, deals with experimental work which is said to have made possible construction operations at 85% of normal daytime rate. Lighting systems, powered from the vehicle's regular generator, or from additional generating units provided, were placed on various mobile construction devices.

Advantages of placing lighting equipment directly on construction units, rather than using area flood-lighting, are said to include high intensity illumination on the work plane; elimination of shadows from the operator's position; ability to adjust lighting fixtures as needed; ability to operate individual equipment independent of general illumination; and elimination of dependence on heavy, cumbersome fixed lighting facilities.

Equipment developed in the tests is based almost entirely on standard commercial or military components, and is estimated to cost from \$5 to \$300 per vehicle, the average being somewhat above \$200.

The report is profusely illustrated with pictures of light-mounted equipment, and contains a large number of engineering drawings of components developed.

Order PB 99480, *First Interim Report — Night-work Lighting Systems for Construction Equipment*, 142 pages, \$3.75 per copy, from the Office of Technical Services, U. S. Department of Commerce, Washington, D. C.

### JOB-GETTING BOOKLET

"Getting the Right Job," a unique booklet designed for recent college and high school graduates, has been published by the Glidden Company. Filled with helpful pointers for job-seekers, the 16-page booklet was prepared by John H. Weeks, Director of Personnel Relations, who points out in the introduction that getting the right job is about 90% preparation and 10% presentation.

Special sections deal with procedures in choosing the proper field, preparing data sheets of qualifications and background, locating possible employers, preparing for personal interviews, completing company application forms and keeping job opportunities alive.

Included in the book are hints on distribution of data sheets, dressing



for interviews, conduct during interviews and proper steps to be taken after the interview.

"Competition for jobs is becoming increasingly great," Mr. Weeks said, "and the applicant who follows the basic job-seeking procedures will have a better chance of getting the job he wants. Following these steps, which are almost universally accepted, creates a favorable impression since it saves time both for the applicant and the interviewer."

The booklet is being distributed to high school and college libraries throughout the country. Copies are available, without charge, from The Glidden Company, 1396 Union Commerce Bldg., Cleveland 14, Ohio.

## INDIA TO GET SORGHUMS

The U. S. Dept. of Agriculture recently negotiated a 2-year contract with India to deliver 1 million tons of grain sorghums annually to that country. Confirmation of this statement will come from USDA when they have reached an agreement on price.

Recently the U. S. Government sold India 5 carloads of grain sorghum at substantially less than one-half of the going market price at the time of delivery. In addition to this long-term commitment for India, the United States is considering plans to assure the Japanese 6 months' supply of wheat.

## BRIEFS

The newly formed union made up of employes of grain elevators, formula feed mills, and linseed plants of Minneapolis has been granted a charter by the American Federation of Grain Millers. The new union will be identified under the title of the Elevator, Feed, Seed and Linseed Workers Union, Local 182, AFL. Officers will be elected in the near future.

Mills and elevators in Hutchinson escaped serious damage during the flood which hit that area for two days early this month.

Movement of military supplies to the West Coast has tended to create a serious car shortage and threatens to impair the shipment of wheat.

Handbooks covering the Uniform Grain Storage Agreement between Commodity Credit Corporation and country elevators and terminal elevators were completed recently by the Commodity offices of the Production and Marketing Administration in Chicago, Kansas City and Minneapolis. Each of the three offices is distributing different handbooks because the application of the principles of the agreement differs in detail in the three areas.

The U. S. Department of Agriculture predicts the following yields:

Corn, 3,175,602,000 bu., Winter Wheat, 720,545,000 bu.; Spring Wheat 205,408,000 bu.; Durum, 30,633,000 bu.; Rye, 21,891,000 bu.; Oats, 1,394,772,000 bu.; Barley, 264,726,000 bu., and Flax, 29,338,000 bu.

Disposition of what may be the largest U. S. soybean crop in history will be the main topic of discussion at the coming 30th annual meeting of the American Soybean Association at Springfield, Ill., Aug. 28-30. One full day will be programmed for attention to the marketing and utilization of the 1950 crop.

The first car of 1950-grown winter

wheat from South Dakota arrived in the Minneapolis market July 28. The wheat was shipped by Tri-State Milling Co., Presheo, S. D., to Hallet & Carey Co., Minneapolis grain commission firm. It graded No. 2 hard winter and sold at premium of 5c bu. over the September future—at \$2.39 1/2 bu. Test weight of the wheat was 58.5 lb. to the bushel. Protein grade was 13.10%. Moisture content was 10.9%.

How much more pleasant life would be

How much less cause to frown  
If everyone would strive to build—  
Instead of tearing down.

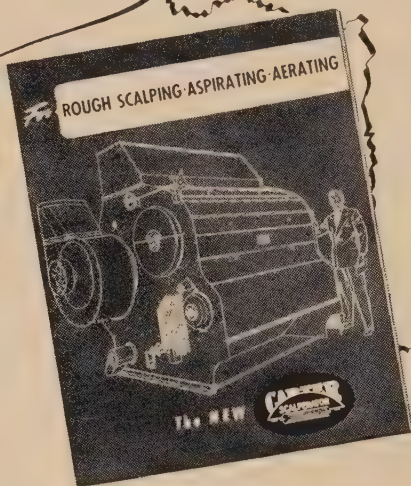


## Do YOU Have a Copy?

### New Folder Available

In line with its policy of making improvements in its equipment wherever and whenever possible, the Hart-Carter Company recently made several changes in the design and construction of the Carter Scalperator.

All construction features are described in a recently published catalog folder.



## A GREAT MACHINE... NOW--GREATER THAN EVER!

### IMPORTANT SCALPERATOR IMPROVEMENTS

Features the use of Mechanically-sealed ball bearings. New adjustable feed hopper bottom provides steeper angle for grain line feed control where needed.

New design of seal gate which passes grain to aspiration.

Drop bottom cleanout door on the settlings chamber discharge conveyor.

New non-clogging rack and pinion construction of feedgate.

Always a leader among receiving machines for grain elevators, the Carter Scalperator has been still further improved. All changes have been based on actual operating experiences over a period of years. Complete descriptions along with operating and installation data will be found in a new 8-page catalog. The new Scalperator handles four major operations without change of equipment. It (1) rough scalps any kind of grain; (2) aspirates grain as it goes to storage; (3) aerates grain being turned for cooling; (4) scalps and aspirates grain ahead of dryers. Mail coupon for more facts.

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# New Insect Control Method in Limelight

**A** RADICALLY new type of insecticide treatment for the prevention of insect infestation of wheat and other grains in storage which gives full season protection with a single application was announced on July 27 by U. S. Industrial Chemicals, Inc.

Two new insecticides, both claimed to be safe for use directly upon again for protection against insects, are now in production and will be available in limited quantities this year for the treatment of stored grain, which suffers damage of at least \$500,000,000 every year to insects. Production in 1951 will be stepped up to meet anticipated demands.

The insecticides, Pyrenone Wheat Protectant for all types of wheat, and Pyrenone Grain Protectant for corn, oats, barley, rice and other grains, are mixed with the grain to achieve thorough protection, including the elimination of hidden infestation which is the cause of insect fragments in flour and other grain meals, a matter of increasing concern to millers.

Rate of application is 100 lbs. per 1,000 bus. or about 1.6 oz. per bu., giving protection at a cost to the farmer of about 2 cents per bu.

## Carrier Adheres to Kernels

In both materials, Pyrenone, a combination of a chemical, piperonyl butoxide, and pyrethrins, is mixed

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**T**HIS article is presented entirely from a news standpoint with no recommendations from this journal. The importance of the grain infestation problem can scarcely be overestimated. Therefore, any new developments are worth close study. The products mentioned here were designed primarily for use at the source — the farm. But a great deal of educational work must be done with farmers before they realize they are losing money by shipping insect damaged grain. The country grain elevators are interested but without farmers' co-operation they won't assume all the burden. So the buck is still being passed to the terminal elevators in far too many instances. It should be mentioned also that the method described is a prevention not a cure.—EDITOR.

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with or impregnates a carrier, or diluent, which adheres to the grain kernels providing the protection. Six years of intensive toxicological investigation have demonstrated, it seems, that the Pyrenones are completely free of toxic hazards of any kind, making possible their use in

this and other ways for the protection of food and food products.

The carrier used for the Pyrenone Wheat Protectant is wheat itself, pulverized to a carefully controlled degree of fineness, or, technically, 150 mesh. The Grain Protectant, recommended for use on grains where an organic carrier is not an absolute requirement, is based on a special grade of fibrous talc, or mineral.

William P. Marsh, Jr., president of the company, said in a statement accompanying the announcement that the application of the Pyrenones for the prevention of insect infestation in grains was the natural result of the demonstrated effectiveness of the Pyrenone materials in insecticidal uses where safety to humans and animals is not only desirable but necessary. The Pyrenones were introduced for commercial use 4 years ago, and now are said to be widely used in the grain processing industry, in establishments where food is handled or processed, and for the protection of dairy cattle against insects.

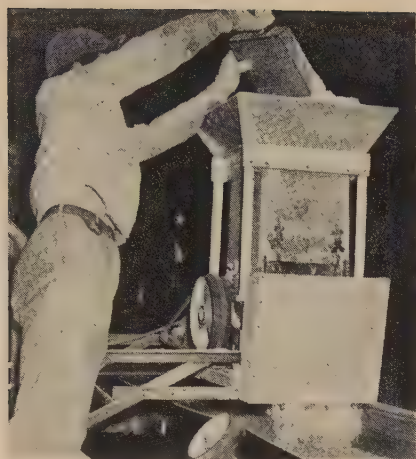
"The application of the Pyrenone Protectants directly to grain to give a residual protection is, of course, revolutionary," Mr. Marsh says. "Their use in this manner is only possible because they are practically completely free from toxicological hazards of any kind."

Laboratory and field tests of the



Rice sweepings (left) provide a constant source of infestation, unless cleaned up. The insect shown is a moth larva. At right, brewers' rice treated with Pyrenone Grain Protectant.





**This is one method of applying Pyrene Wheat Protectant. The workman is shoveling the Protectant into a choke feeder, which has been adapted to distribute the material at a rate of 100 lbs. per 1,000 bus.**

Pyrene Protectants have been under way for 4 years to demonstrate the effectiveness of the materials, the company said. More than 100 demonstrations have been completed, or are under way, ranging in quantities from 2 bus. to 16,000 bus. These demonstrations have involved more than 100,000 bus. of grain, wheat and important quantities of other grains.

Demonstrations so far completed have shown that the Pyrene Protectants give protection against infestation for as long as 9½ months, the period of protection covering the heavy insect season. While some tests have shown the materials effective in eliminating extraordinarily heavy infestations, the insecticides are being recommended as protecting agents rather than control measures because of the obvious advantages of preventing shrinkage and dockage losses resulting from insect damage. In addition, the frass, or residue, left by the invading insects dilutes the potency of the protectants so that their effectiveness is diminished.

Damage due to stored grain today ranges from 5% under normal conditions to 50% in adverse situations. Damage to wheat averages between 3% and 14%, and with shrinkage and dockage farmers and country elevator operators have been known to take a loss of 45 cents per bushel, in a \$2 wheat market.

The concern over infestation has been increasing during the past several years not only because of mounting evidence of insect fragments in milled grain, but also because the amount of wheat being graded weevily at terminal points has been multiplying to an alarming degree.

As an example, at Kansas City, 2,280,600 bushels of the 1944 crop were graded weevily, and just four years later, in 1948, weevily wheat at the same terminal had increased to 6,645,600 bushels. The situation is

even more serious at other points. At Dodge City and Atchison, weevily wheat increased five times during the same period.

No claim is being made that the Pyrene Protectants are miracle products which will solve all grain insect problems immediately, but grain authorities familiar with the development program are convinced that they provide a potent and urgently needed remedy for an otherwise increasingly serious situation.

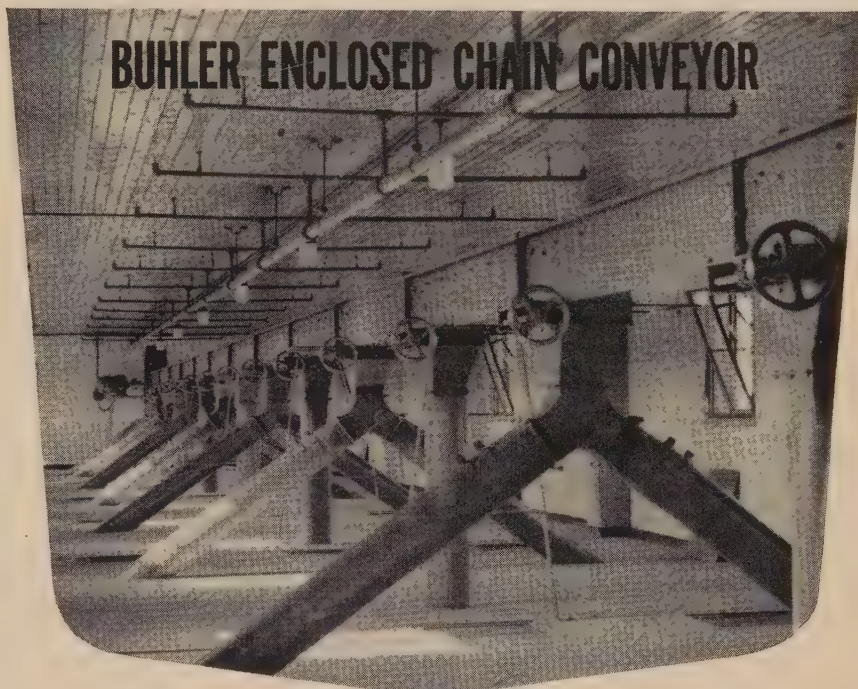
### **WELCOME STRANGER!**

New employes should feel at home at a Chicago general merchandise company, after they get the "treat-

ment." The company does everything but roll out the red carpet for them. The first day on the job the new employe is taken on a plant tour; then he hears a lecture, sees a sound slide film, and receives descriptive literature on the history of the company and its organizational setup. Finally he is taken to lunch on the company and encouraged to ask all the questions he can think of about the firm and his job.

### **GOING UP!**

Our national debt—which means the amount of money which the Federal government owes—has increased thirteen times in the last 18



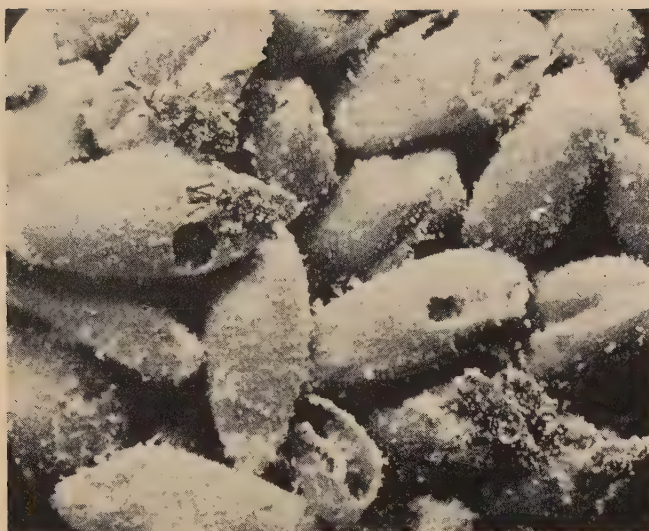
### **GRAIN SILO INSTALLATION**

THE BUHLER CHAIN CONVEYOR IS FULLY ENCLOSED OVER ITS ENTIRE LENGTH. MAKES POSSIBLE REMOTE CONTROL VALVE OPERATION. NO DUST, NO THROWOFFS, NO LOSS OF MATERIAL. PROVIDES MAXIMUM HYGIENIC CONDITIONS. TAKES UP MINIMUM SPACE — LESS THAN ONE-FIFTH OF BELT CONVEYOR. CAPACITIES FROM ½ TON PER HOUR TO OVER 1000 TONS PER HOUR — UP TO 1000 FEET IN LENGTH. MORE THAN 10,000 BUHLER CHAIN CONVEYORS IN SERVICE. CONVEYORS FOR 1000 TONS PER HOUR DEMONSTRATED IN NEW YORK CITY.



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Left — Close-up of rice weevils at work on wheat. The insects lay their eggs in the holes bored into the kernels, which are tiny pinpoints to the naked eye. The snow-like residue on this untreated grain is frass left by the insects. (Right) clean wheat that has been treated with Pyrenone Wheat Protectant at a rate of 100 lbs. per 1,000 bus. (See preceding page)

years. In 1932 the national debt was \$19,500,000,000. Today it is \$257,000,000,000.

### SECOND PLANT MAINTENANCE SHOW SET FOR CLEVELAND

The Plant Maintenance Show, which drew industrial executives from 35 states and many foreign countries

when it was conducted for the first time early this year, will be held again at the Auditorium, in Cleveland, O., Jan. 15-18, inclusive.

Present indications are that it will be two to three times the size of the initial show, it was stated. Already, 120 companies have leased booth space which exceeds by 61% the total area used for the first show.

Also to be repeated will be the

Plant Maintenance Conference which attracted approximately 1,500 engineers and executives, one of the largest attendances recorded at technical sessions of this type.

On exhibition at the show will be equipment and materials for air conditioning, heating, ventilating, building materials and services, maintenance tools and supplies, electrical equipment, employee relations, train-

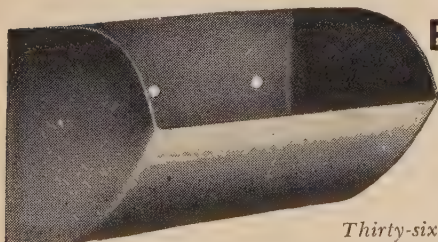


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Cup

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the Grain Trade.

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## NOW ON THE PRESS GRAIN TRADE BUYERS GUIDE

(Edition No. 6)

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ing and safety, instruments, meters, gauges, lubricants and lubricating equipment, management consultants and services, materials handling, mechanical rubber goods, paints, painting equipment, product finishes, power generation and distribution, power transmission, and welding and gas cutting.

## NATIONAL TRANSPORTATION POLICY NEEDED

The burden of a \$256 billion national debt and a requirement of increased military outlays call for the re-examination of government expenditures for new transportation facilities in the light of present-day conditions, F. G. Gurley, president of the Atchison, Topeka and Santa Fe Railway, said today.

In his testimony before a subcommittee of the Senate Interstate and Foreign Commerce Committee, which is making a study of domestic land and water transportation, Mr. Gurley declared that these commitments provide an urgent reason for avoiding any unnecessary spending of government funds.

Mr. Gurley testified that public funds for transportation facilities have been distributed "with a partial and uneven hand in response to the demands of pressure groups." These public funds, now exceeding \$1 billion each year, he said, have been employed to provide direct and indirect subsidies to some carriers, giving them an artificial competitive advantage.

Moreover, Mr. Gurley stated, government assistance to transportation agencies has been harmful to the public interest because wherever tax collections substitute for charges for services the public is paying the costs of services which should be paid by users.

Mr. Gurley pointed out that the nation needs an integrated, overall national transportation policy, and that the problem previously has been approached on a piecemeal basis with the consideration of Congress limited to special segments of the total field.

Although national transportation policy should reflect consideration to the several agencies of transportation in the order of their importance to the national economy both in peace and war, Mr. Gurley said the fact is that disjointed and conflicting policies of today do exactly the opposite.

"They give the least consideration to the nation's most vital agency of transportation — the railroads," Mr. Gurley continued. "For years these faulty policies have been crippling the railroads, impairing their earnings and weakening their financial position. If persisted in, they will hamper the rail carriers in their efforts to lower their costs and to maintain their constant increase in efficiency through technological im-

provements, and will impair the quality and quantity of service."

Mr. Gurley reminded the committee that the railroads in World War II carried nearly three-fourths of all freight traffic in the country, more than 90% of the war freight and more than 97% of organized military travel.

## MONTH'S WAGES FOR NEW SUIT

A Russian Communist worker earning 600 rubles a month can earn a 1-pound loaf of bread in 19 minutes and a man's wool suit in 376 hours,

according to the Office of Foreign Labor Conditions of the U. S. Bureau of Labor Statistics. Here in the United States, the bureau said, the average employee can earn a loaf of bread in six minutes and a suit in 24 hours and 24 minutes.

With a new suit selling at a price that takes all his earnings for more than a month of 12-hour days, the well-dressed Russian worker probably doesn't have a very good wardrobe. However, his condition has improved since 1947. At that time, the bureau reported, it took the average Russian worker's earnings for 48 days to pay for a suit of wool clothing.

Fire and Dust Proof Removable Section

# ELEVATORS

ELEVATOR CASINGS

SPIRAL CONVEYORS AND BOXES

SPOUTING AND BLOW-PIPING

THE "MILWAUKEE" CYCLONE DUST COLLECTOR  
COMPLETE ELEVATING AND CONVEYING SYSTEMS

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### THE 4-WAY GRAIN FUMIGANT

Tetrafume kills all forms of insects, whether eggs, larvae or adults! Leaves no odor, taste or stain on grain or sacking.

**4-Way Protection . . .** (1) TetraFume kills weevils and other insects in grain. (2) Removes musty or ground odors. (3) Lowers temperature of the grain, cuts danger of heat damage. (4) Retards damage from high moisture content.

**Does Not Burn or Explode . . .** TetraFume is safe and easy to use. It is sprinkled directly on the grain and releases a heavy gas which slowly settles through the grain, giving complete penetration. Safe to handle. Non-poisonous. See your Douglas salesman —or write direct.



**FREE BOOK**

Fully explains how to protect your grain from damage by insects, heat, moisture, odors, rats and mice. Write today.

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# ON THE SAFETY FRONT

Conducted By  
CLARENCE W. TURNING, SOGES Safety Director

## FIRE PREVENTION WEEK

President Truman, the Governor-General of Canada and the governors of the several states of the Union will proclaim the week of October 8-14, 1950 as Fire Prevention Week.

## EYE PROTECTION

A recent bulletin from the Industrial Accident Prevention Association of Ontario states: "There have been for many years, eyes lost due to failure to provide protective goggles or failure to wear the goggles provided".

Our Superintendents have reported no serious injuries, but the fact remains that we experience many conditions which indicate the need for eye protection.

Why not make a close check of your operation to determine: (1) whether or not proper respirator and dust goggles are in use. (2) whether or not there are operations in your plant where standard goggles should

be worn (chipping, grinding, etc.). (3) If welding is done, as you know, special goggles should be provided for this purpose.

## MANLIFTS HAZARDOUS FOR YOUNG WORKER

Youngsters under 18 will not be permitted to operate certain dangerous machines or devices — including manlifts — in a new order prepared by Secretary of Labor Maurice J. Tobin, pursuant to the child labor provisions of the Fair Labor Standards act.

The matter of manlifts is proposed as an amendment to order No. 7 —

## SAFETY CONGRESS

Oct. 16 to 20

Food Section Headquarters  
Bungalow—Morrison Hotel  
Chicago

which would prohibit the employment of minors under 18 on manlifts — endless belts equipped with platforms operating vertically through holes in the floors of a building.

No public hearings will be held on these proposals but 30 days will be allowed during which interested persons may file objections to the orders.

Copies of proposed order may be obtained from Bureau of Labor Standards, U. S. Department of Labor.

## COMIC BOOK FOR FIRE PREVENTION

The first comic book that has been entirely devoted to general fire prevention has been issued by the National Fire Protection Assn. Properly used this picture technique can be extremely valuable in educating the public to be careful with fire.

Although FIRE was primarily prepared for the 1950 Fire Prevention Week campaign the comic book may be used for year-round effectiveness. The entire back cover has been left purposely blank for local imprint.

## FIRE ALARM MANUAL

A manual covering certain general principles relating to the inspection and maintenance of building fire alarm systems is now available from the Office of Technical Services of the U. S. Dept. of Commerce.

Although prepared for use by military personnel, the manual provides general information and illustrations on principal types of automatic and manual fire alarm systems and the manner in which they work. It may be used for the guidance of architects, engineers and building personnel, but is not intended as a manual covering system installations, rebuilding or repair.

Principal sections deal with control units and fire alarm circuits; actuating or transmitting devices; receiving devices; and power supply equipment.

Special attention is given to the organization for maintenance. An inspection and maintenance program calling for periodic check on various system elements is outlined.

PB 99332, Automatic and Manual Fire Alarm Systems, Inspection, Test and Maintenance, 69 pages including photographs and drawings, is available from the Office of Technical Services, U. S. Department of Commerce, Washington 25, D. C., at \$1.75 per copy.

**YOU'LL FIND "NU-HY" BUCKETS EVERYWHERE  
...RENDERING OUTSTANDING PERFORMANCE**



This bucket is scientifically built and answers the need for the "tops" in elevator leg efficiency. It carries heaping loads—picks up grain gently—discharges smoothly and efficiently. No backlegging.

Learn how you can increase your elevator leg capacity by changing over to NU-HY'S. Write for Capacity Analysis Form No. 76. We can show you how to improve conditions without costly alterations.

**THE Nu-Hy**  
GRAIN BUCKET  
PATENTED AND TRADE MARK REG. U. S. PAT. OFF.

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707 HOFFMAN ST. HAMMOND, IND.  
ENGINEERS HAMMOND MANUFACTURERS  
TRADE MARK REG. PRODUCTS U. S. PAT. OFFICE

*"The Mark of a Good Job Well Done"*

**MORE THAN 10,000 CONTRACTS FOR SPECIALIZED ERECTION COMPLETED IN 22 YEARS**

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# Service and Equipment

## BIN-DISCHARGER BULLETIN

The S-A Circular Bin Discharger described in a recent bulletin is designed for handling pulverized, granular, glutenous and soft lump materials that may pucker or arch and refuse to discharge by gravity, or may aerate and surge through openings too rapidly.

Two types are available, one with flight fingers above the bin bottom, the other with flights above and below the bin bottom. These flights carry material to discharge openings and, in the case of the two-stage unit, give a measured flow.

A hood over the discharge opening of the single-stage unit will also give a controlled volume of flow. Either of these units may be equipped with a rotating arch breaker. Write to Stephens-Adamson Mfg. Co., Aurora, Illinois, for Bulletin 250.

## HYDRAULIC HIGH LIFT TRUCK BULLETIN

A new bulletin offered by the Lyon-Raymond Corporation describes the company's 1000 lb. capacity Hydraulic High Lift Truck. The speci-

fications and construction details are clearly explained. Line drawings have been made to show dimensional data.

Several suggested applications are sketched. The trucks are widely used for work positioning, stacking and tiering, loading motor trucks, transporting skids, handling dies, etc.

Standard elevated heights of 48 inches and 60 inches are offered. A telescopic frame, available as an extra accessory increases the elevated height to 108 inches.

A hydraulic hand pump is standard equipment, however, an electric powered pump can be furnished for the lifting operation.

Write to Lyon-Raymond Corporation, 15375 Madison Street, Greene, N. Y. for a copy of Bulletin 241.

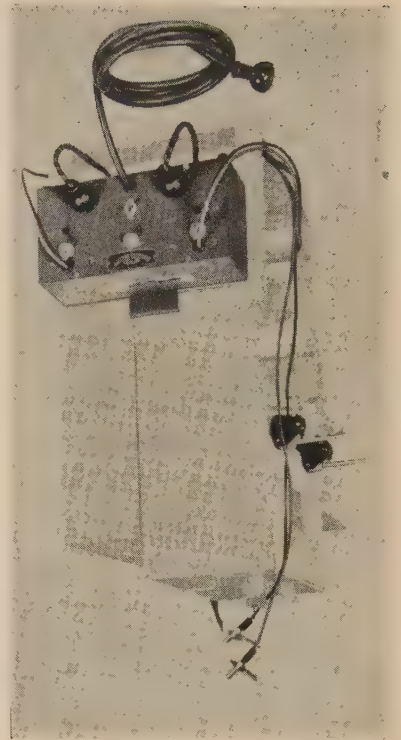
## ELECTRIC CUT-OFF FOR MOISTURE TESTER

One of the greatest time-savers during the rush seasons is the new No. 111 All-Electric Cut-Off for the Brown-Duvel Moisture Tester, according to the Seedburo Equipment Company, Chicago, distributor.

The No. 111 Cut-Off is fully auto-

All - electric cut - off for Brown - Duvel moisture tester.

matic in operation and it is claimed, saves as much as 75% of the operator's time. Hooking it up is simple, too — just connect the cord to the



## NOW... MAGNESIUM LIGHTNESS IN GRAIN SHOVELS

Imagine a grain shovel 28" by 32" made of metal, yet weighing only 19½ lbs. That's what you get in *magnesium*—the new lightweight miracle metal. MAGCOA Grain Shovels will save you money over a period of time because of their greater resistance to wear and greater handling efficiency.

- Easy, non-fatiguing to handle
- Sturdy, long-wearing rigid construction
- Reinforced at stress points for greater strength
- Balanced design for maneuverability
- Quickly reversible and replaceable striker plates assuring long service
- Non-sparking, eliminates explosion hazards
- 9 models to fit all conditions (furnished without handles or hooks)



Increase Efficiency & Safety with Magcoa Grain Shovels. Write us for complete specifications and prices.

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OF AMERICA  
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## GRAIN KEEPS BEST

inside a  
**MARIETTA**  
Air-Cell  
Storage  
System

End forever the threat of damage to grain caused by sweat . . . heat . . . cold . . . rats . . . insects . . . by ordering a dependable storage system by MARIETTA. Concrete staves with insulating air-cell construction can't rust, dent, explode, burn or be blown down and keep stored grain bone-dry.

MARIETTA tanks are ideal for all grains and can be quickly erected by our own crews. Can quote "Turn-Key" installation to include equipment.

For full details, wire or write our nearest office.



## THE MARIETTA CONCRETE CORPORATION

MARIETTA, OHIO

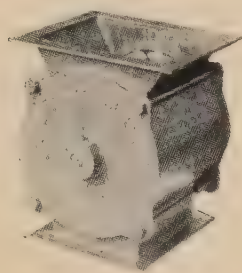
Branch Offices: Race Road and Pulaski Hwy. Baltimore 21, Md.  
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## Rotary

### FEEDER VALVES



**ELIMINATE BACK  
PRESSURE ON  
COLLECTOR**

**PREVENTS  
CONTAMINATION  
OF PRODUCT**

**PROVIDES FOR EVEN  
FLOW OF MATERIAL**

**PREVENTS EXCESSIVE  
AIR LOSS**

**REDUCES DUST  
EXPLOSION HAZARD**

#### USED BY: USED ON:

Feed Mills	Collectors
Corn Processors	Mills
Grain Elevators	Cyclones
Alfalfa Mills	Mixers
Starch Plants	Bag Houses
Flour Mills	

Allows complete product removal with a minimum of air loss.

*For further information and engineering data on your specific job . . . Write*

**BLOWER APPLICATION CO.**

3165 N. 30th St. Dept. G-2  
MILWAUKEE U.S.A.

nearest floor plug and clip the leads to the control thermometers. No batteries are needed. The unit can either be fastened to the tester frame or placed on a table.

Another advantage in using the unit is the elimination of thermometer breakage normally caused by "under" or "over" heating. Further, tests are much more accurate, since the human element is replaced by automatic controls.

This No. 111 Cut-Off will operate any Brown-Duvel Tester. And, the entire mechanism weighs only 6¼ pounds. Available for two, four and six-compartment testers.

### DATA ON NEW SWIVEL SPOUT

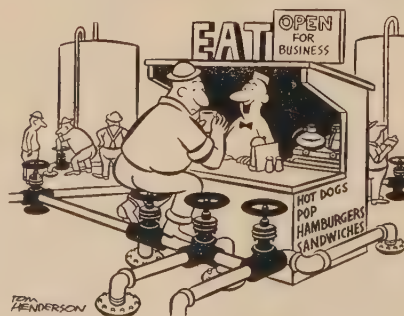
The Richardson Scale Company, has just issued a data sheet containing complete specifications for a new dust-tight swivel spout. A large three-plan diagram is included, and all dimensions are clearly marked.

The dust-tight swivel spout is designed to eliminate routing of batches by dusty swivels or conveyor plows. Increased scale flexibility is reported obtainable by using the spout to "chute" pre-weighed discharges to different bins or stations, to deliver from a bin to several different scales, or to deliver pre-weighed discharges to two different delivery trucks. Numerous other applications in feed mills, grain elevators, and industrial plants are possible.

Remote automatic positioning of the spout can be synchronized with other functions by means of a timer. The swivel spout is available with either manual or automatic controls. For a copy of the data sheet on this spout, write to Richardson Scale Company, Clifton, N. J. Ask for product data sheet No. 5001.

### KEEPING CLOSE

Once a month, a top executive at a plant in Attleboro, Mass. addresses employees over the loud-speaker system. Subjects cover everything from business to safety. Immediately after the talk, the executive walks through the plant to answer any questions employees may have—*Modern Industry*.



"Suddenly, I saw a chance to go into business for myself without investing a lot of money."

(Famous Barr Co.)

## Plants and People

### WILLARD GALLUP LOSES FATHER

Ernest M. Gallup, 74, formerly connected with the Norris Grain Co. and a member of the Chicago Board of Trade since 1900 died suddenly last month at his home in Downers Grove, Ill. His son, Willard Gallup, is Superintendent of Norris Elevator A in South Chicago.

### DIETMEYER TRANSFERRED

Elray Dietmeier, many years superintendent of Archer-Daniels-Midland Co.'s Elevator K at Minneapolis, has been transferred to the trading floor of the Minneapolis Grain Exchange.

### STEENSON NAMED MONARCH SUPERINTENDENT

From grain shoveler to superintendent at a Van Dusen Harrington terminal elevator in less than 4½ years, that's the story of Floyd Steenson, promoted to superintendent at the company's Monarch terminal elevator.

Employed as a shoveler in December, 1945, "Steenie" was advanced to become houseman in July, 1948, and foreman the following October.

### DENVER PURINA PLANT WINS SAFETY AWARD

Employees of the Ralston Purina plant in Denver have received the Liberty Mutual Insurance Co. accident prevention award in recognition of their outstanding record of working three years without a lost time accident.

At recent presentation ceremonies, the blue and white Accident Prevention flag, symbolic of the award, was presented to George Steel, safety director for Ralston Purina, by Orin B. Dalaba of Liberty Mutual. Manager of the Denver plant is Ted Chaffee.

### ANNUAL REPORT OF GENERAL MILLS SHOWS INCREASE

General Mills, in its 22nd annual report on July 31, reported earnings of \$13,251,218 compared with \$11,654,036 in the previous year. Wages and salaries (including retirement benefits) were \$45,568,148 compared with \$43,722,495 the preceding year. Total sales were \$395,834,706.

Earnings per share of common stock amounted to \$5.87 compared with \$5.11 the previous year. Earnings averaged 3.3 cents on each dollar of sales.

Dividends declared on the common stock, including a 50 cent year-end extra, totalled \$2.50, or 25 cents



more than the previous year. Total dividends to the approximately 13,500 holders of all classes of stock were \$6,443,249. Earnings retained for use in the business were \$6,807,969.

Wages and salaries were the highest in company history. The total payroll including retirement benefits amounted to \$45,568,000, an increase of \$1,846,000 over last year.

The company reported its net worth as nearing one hundred million. The excess of assets over liabilities and reserves totals \$99,953,296 compared with \$93,145,327 last year, according to the report.

## LOU GILLAN TRANSFERRED

Lou Gillan, assistant manager of the Argo (Ill.) plant of Corn Products Refining Co. and an active SOGES member, has been transferred to the Central Mfg. Dept. of the company, also located at Argo. In his new job he will be on the staff of W. T. Brady, CPR vice president in charge of manufacturing.

It was 42 years ago, back in 1908 when Lou joined the company at the Waukegan plant in the laboratory.

In 1914 Lou transferred to Argo as a chemist. In 1917 he was made building 28 foreman, and for the next 20 years he worked in the dry starch division, rising to the position of dry starch superintendent.

1938 saw Lou promoted to assistant

Argo plant superintendent, then plant superintendent, and in 1948 he became assistant plant manager.

## PILLSBURY HAS GOOD YEAR

Pillsbury Mills is in a better position than at the beginning of World War II to help meet any food or feed emergency that may come with the Korean war, Philip W. Pillsbury, president, Pillsbury Mills, Inc., declared in the company's annual report, released on Aug. 1.

Pillsbury sales for the year increased \$525,000 over the year before to total \$200,963,966. Net earnings for the year, \$1,524,915, were \$2.16 a share on common stock as compared with \$3.51 last year. Margins continued narrow in the highly competitive bakery flour business, lower on soybean processing.

## NEW FROEDTERT WAREHOUSE NEARLY READY

Construction is complete on Froedtert Grain & Malting Company, Inc.'s new specialty malt warehouse in Milwaukee and equipment is 30% installed, according to Kurtis R. Froedtert, president and chairman of the board.

It is expected the warehouse will be in partial operation by Nov. 1, 1950, and in full operation by Jan. 1, 1951. The building is designed

to handle some two dozen different "specialty" products apart from brewers' and distillers' malts and will greatly relieve congested elevator work house areas where those operations are now located.

Concrete and structural steel construction of the company's new office building is finished and mason work and Crab Orchard stone trim have been started. The heating, ventilating and air conditioning system, which will feature individual room control, is being installed. Pipe trades are also at work on plumbing and electrical installations.

## BUFFALO NOTES

Jack Kitching, Superintendent, Co-operative GLF Inc. has just returned from an extended vacation trip to the West Coast and the upper part of Mexico. The entire trip of 6900 miles was made by auto without any mishap he says and the weather was the best imaginable.

Walter Lewis, Superintendent of the Connecting Terminal Elevator, was retired on pension around the first of July. A Mr. Edwards is the new Superintendent.

Superintendent William McKay of the Kellogg Elevator suffered the loss of his wife in July after a prolonged illness.

Of more recent date is the waterfront strike that has paralyzed the

Here is the simple and economical way to cut down time in transit between floors.

**save man hours**

with  
**an EHR SAM hand  
operated MANLIFT**

### CHECK THESE FEATURES:

**Low initial cost** and long, trouble-free service.

**Costs nothing for power.** No risk of fire or explosion even in hazardous dusty areas.

**Fits anywhere.** Takes only a fraction over 6 sq. ft. of floor space.

**Counterbalance weights** make for easy movement up or down.

**Double safety** provided by passenger-operated foot brake and automatic safety brake.

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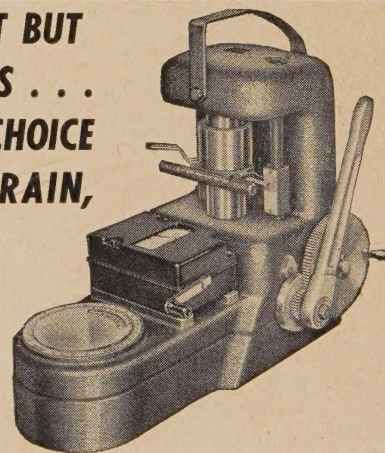
THE J. B. **EHR SAM** & SONS  
MFG. CO.

ESTABLISHED 1872

ENTERPRISE, KANSAS, U.S.A.

**ON THE MARKET BUT  
A Few MONTHS . . .  
Already THE CHOICE  
OF LEADING GRAIN,  
SEED AND FEED  
CONCERNS!**

No moisture tester  
ever won greater  
popularity, in so  
short a time, than  
the



## Sensational New UNIVERSAL MOISTURE TESTER

Among the scores of prominent concerns that have approved and installed the highly modernized Universal are: Cargill, Inc. . . . General Mills . . . International Milling Co. . . . Swift & Co. . . . Glidden Co.

### TEN DAY FREE TRIAL

will convince you, too, of Universal's outstanding superiority. Write today for literature, complete list of users and liberal free trial offer.

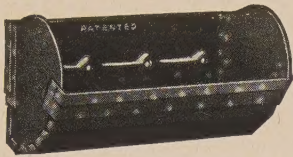
- Gives direct moisture percentage readings. No charts.
- Built-in thermometer automatically takes temperature of sample.
- Consistently accurate.
- Makes complete test in less than a minute on grain, seed, feed and other products.
- Quickly tests frozen, hot or kiln dried samples.
- No electric batteries or outlets required.
- Fully portable. Simple operation.
- Precision-built by Sheldrick. Dependable. No maintenance cost.

**BURROWS**  
EQUIPMENT COMPANY

1316-0 Sherman Ave.

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**THE FACT STILL  
REMAINS  
THAT  
SUPERIOR ELEVATOR  
CUPS  
ARE  
MADE STRONGER  
WILL  
LAST LONGER  
HAVE  
GREATER CAPACITY**

and will operate more efficiently  
at less cost than other elevator cups.

**"DP" - "OK"  
"CC" - "V"**

write to

**K. I. WILLIS  
CORPORATION  
MOLINE, ILLINOIS**

for names of distributors  
and analysis form No. 20

flour and feed industry in Buffalo. Local 1286, Grain Elevator Employees, International Longshoremen's Association went on strike Monday noon, July 31, over a 15c increase per hour, time and one-half for Saturdays, and sick benefits for new employees. Companies offered a 5 cent increase. Pickets not only tied up 15 elevators in Buffalo, but also adjacent feed and flour mills when other locals refused to go through their picket lines. **FLASH**—On Aug. 13 the strike was settled on a compromise providing a 10-cent increase per hour. —Ed.

**NEW G-M VICE-PRESIDENT**

E. L. Schujahn, Director of General Flour Sales, has been named a vice-president of General Mills, it is announced by Leslie N. Perrin, company president.

Schujahn began his company record as a clerk in the Minneapolis office in 1924. He was transferred to Buffalo in 1927, where he handled sales assignments, including responsibility for grocery products in the Eastern Division. He was a division vice-president. In 1945 Schujahn returned to Minneapolis as a grocery products executive, and in 1949 was placed in charge of the company's general flour sales operations.

**PICNIC AT OMAHA**

The Omaha SOGES Chapter, headed by Vince Blum as president, held a very enjoyable picnic recently at Peony Park with an attendance of about 30 members and their families. Interest is very high in this chapter and it should be heard from very frequently in the future. — *Frank Guinane, Secy.*

**PACIFIC COAST CHAPTER  
TO BE STARTED**

Lee McGlasson, Superintendent of Elevators, Fisher Flouring Mills Co., Seattle, Wash. is organizing a Pacific Coast SOGES Chapter. He has sent out the following letter to possible members and urges others who may be visiting to attend:

"Our first meeting will be held in Seattle, Wash. at the New Washington Hotel on Oct. 13, 1950. Starting at 10:00 a.m. — Registration and Get Acquainted. 1:00 p.m. — Regular Meeting for organization and general discussion.

"At this time the introduction of national officers and the members will be in order, after which we will elect officers. The balance of the meeting will be round table discussion with each member participating.

"In this our first meeting you may choose your own subject, such as Storing, Receiving and Shipping, Maintenance and Operating Costs, Sanitation and Infestation Control, etc. The only subject that is barred is the weather. We never talk about the weather in Seattle.

"At 7:00 p.m. the AOM has invited us to join them in a Banquet and Entertainment to be followed with a Dance. A copy of the program will be mailed you as soon as they are available. Your banquet ticket can be purchased at the door;

**CLASSIFIED**

**ELEVATOR FOREMAN WANTED**

Intelligent and energetic man, age 25-35 years, with comprehensive knowledge of grain for Ohio elevator. Primarily a soy bean processing plant but also handles wheat and corn. Splendid opportunity with good salary and working hours. For interview write — Box 7G50, GRAIN, 327 S. LaSalle St., Chicago (4), Ill.

**ERGOTY SCREENINGS**

Watch top scalp or mill oat stream of your rye and durum screenings for ergot. Send us representative sample for an arbitration and offer.

**UNIVERSAL LABORATORIES  
DASSEL, MINNESOTA**

FOR SALE: New parts for Monitor #11 OATCLIPPER for sale . . . 9 conveyors — 1 set casings, style "A". Make offer. SANTE FE ELEVATOR CORP., Board of Trade Building, Chicago (4) Ill.

however, you had better make your hotel reservations as soon as possible.

"The afternoon program will be supplemented with a trip to Fisher Flouring Mills and the Port of Seattle Terminal Elevators.

"On Saturday we will show you about the City, including the Lake Washington Floating Bridge and the U. S. Government Canal Locks.

"Your presence and participation in this Meeting is the one thing that will make our Chapter a success, so mark the date on your calendar and come to Seattle."

**THE HONOR ROLL**

*Standing of members who have secured new SOGES members since the last convention. If YOUR name isn't on the list try to put it there by next month.*

John Mack	4
James Auld	3
Lee McGlasson	3
Ward Stanley	2
Ralph Yantzi	2
Jack Kitching	2
Paul Christensen	2
Ed. Christie	2
R. K. Krebs	2
Henry Onstad	1
Richard Harfst	1
Wm. Weatherly	1
Sid. Cole	1
Charles Winters	1
Ed. Raether	1
Art Osgood	1
Lewis Inks	1
Felix Schwandner	1
Wm. Gassler	1
Claude Darbe	1

Total 33

Promises may get thee friends, but non-performance will turn them into enemies.—*Poor Richard.*

**BETTER BRUSHES FOR EVERY USE!**



**STAR**

**Warehouse Push Broom**

This is the broom that is used by most large terminal elevators for sweeping grain out of box cars.

**Quality Separator Brushes**



We can furnish highest quality separator brushes for any machine.

**WRITE TODAY FOR  
FURTHER INFORMATION**

**FLOUR CITY BRUSH COMPANY MINNEAPOLIS  
15, MINN.**



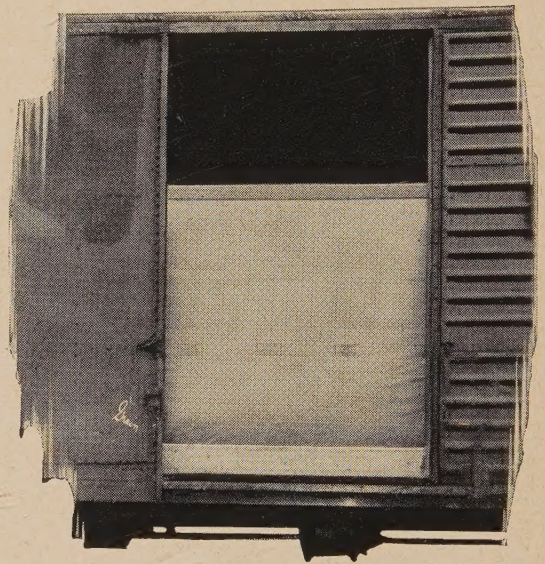
**FACTS...NOT FICTION**

# SIGNODE one-piece GRAIN DOORS -ONE MAN applies



*"Only 1 Signode one-piece Grain Door  
needed to cover a car doorway..."*

*not six!"*



Signode Grain Doors are made of strong steel strapping scientifically spaced between laminations of heavy, water repellent kraft liner board.

Height—6 ft.

Weight—14 lbs.

Provide positive protection because weight of load seals sides and bottom flap.

#### APPROVED

American Association of Railroads, Pamphlet 36, revised. Send for your free copy and complete details on Signode Grain Doors.

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